

## Why Cash (Flow) Is King in Construction

[ Article was originally posted on  
[www.constructconnect.com](http://www.constructconnect.com) ]

By Kendall Jones,

Money talks. Cash is king. Bill early and often, and collect all billings.

For most business owners, these are more than simple catch phrases. They are the rules of business that spell the difference between success and failure. And perhaps nowhere is that truer than in the construction industry.

In spite of the current uncertainties caused by the COVID-19 pandemic and state lockdowns, many contractors have managed to keep their companies—and their bank books—strong throughout this turbulent period because they understood the importance of managing cash flow.

### Focus on Cash Flow Year-Round

Far too many contractors focus on cash flow only at the end of the fiscal year and then only for financial reporting purposes. To create a truly viable business, though, cash flow must be a primary consideration 365 days a year.

For contractors, cash flow typically comes from four sources: profitable jobs; equity contributions from the owner, usually made in difficult times to meet immediate cash demands and provide equity by increasing the company's overall bond rating; loans from the owner, which inject cash into the company but with a neutral impact from a bonding perspective; and outside financing, the least favorable option, usually involving a line of credit, equipment financing, or lease vs. buy decisions on equipment.

### Budgeting for Profit

Cash flow management for contractors starts with proper budgeting of the company's overhead, general and administrative expenses, for the year ahead. Doing so allows a contractor to calculate what is needed in order to break even and how to structure bids in order to provide for a sufficient profit margin.

Beyond that, contractors should view each job as its own individual profit center. To that end, the contractor should review cash projections in the early stages of each job, taking into account: current workload and whether the company's workforce is already fully utilized (if so, costs for additional labor must be considered); the financial stability of the customer and past payment practices; the location of the work (including variable wage rates in effect in some locations and the role weather may play in completing the job on time);



Image credit - joagroup.com

and any penalty or incentive provision, billing specifications, or payment terms that are included in the contract.

### Conduct A Cash Flow Analysis

Once those questions are answered, the contractor should analyze the inflows (cash receipts including billings, retentions, and claims/change orders) and outflows (cash disbursements including bid costs, preconstruction costs, labor, materials, subcontractors, and overhead) of the contract. Analyzing receipts against disbursements will provide the net cash flow for the project.

While cash flow analysis will not necessarily prevent cash flow problems, it will arm a contractor with a better sense of the relative worth of each project and, when combined with other projects underway, provide better information about the direction of the company as a whole. While a cash flow analysis will not prevent bad times from occurring, it will help to inform the contractor if tight times are ahead. As a result, the contractor can be better prepared to deal with cash shortfalls.

### Avoiding Cash Shortfalls

The best way of dealing with cash shortfalls, of course, is to prevent them from happening in the first place. That's not always possible but improving cash management starts with billings. While each job will be somewhat different, contractors should do their best to seek favorable contract terms that allow them to accelerate cash flow. Ideally, the contractor's billing terms will provide for a billing schedule that corresponds to the time schedule established in the job specifications.

Many contractors front load contracts, charging higher markups in the early stages of a job and then taking a lower markup or even a negative profit margin at the end of the project. While this technique allows the contractor to earn the entire gross profit on a job upfront, it can be a dangerous practice if the contractor falls into the trap of taking funds from one job to cover cash flow losses on another job. Similarly, an upfront influx of cash may lull some contractors into a false sense of financial security which leads them to spend unnecessarily without recognizing future cash outflow needs.

### Be Proactive About Billings & Collection

Submitting billings according to the terms spelled out in the contract is also essential. Smart contractors will structure a contract in a way that allows them to bill as soon as one or more segments of a job have been completed, rather than waiting for the entire project to be finished. Similarly, contracts which permit billings for cost-plus jobs may allow contractors to estimate costs during a period and then make cost adjustments as necessary near the end of the project.

Billings mean nothing, of course, if collections are unsuccessful. If such instances occur, communication with the customer, project manager, and contractor's management team is of paramount importance. Ultimately though, if such matters cannot be resolved quickly, the contractor should have established procedures for filing liens when appropriate and should not hesitate to use them.



# California Sub-Bid Request Ads

**CAHILL CONTRACTORS LLC**  
requests bids from Certified SBE Subcontractors  
and Suppliers for the following  
**SELECT DESIGN-BUILD TRADES ONLY:**

Exterior Building Maintenance / Elevators  
(Design-Assist) / Fire Sprinkler / Solar Hot Water,  
Photovoltaic / Plumbing / HVAC / Electrical

**4TH & FOLSOM - EARLY TRADES**  
4th & Folsom Street, San Francisco CA

This is a CMD project with construction  
workforce and prevailing wage requirements.

**BID DATE: 9/8/20 @ 2 PM**

**BID DOCUMENTS:** Please contact Colby for  
access to documents on BuildingConnected.

**CONTACT:** Colby Smith at  
[estimating@cahill-sf.com](mailto:estimating@cahill-sf.com), (415) 677-0611.

**CAHILL CONTRACTORS LLC**  
requests bids from Certified SBE Subcontractors  
and Suppliers for **ALL trades EXCEPT:**

Exterior Building Maintenance / Solar /  
Demolition / Earthwork / Shoring /  
Deep Foundations / HVAC / Electrical /  
Plumbing / Fire Sprinkler

**BALBOA PARK UPPER YARD -  
REMAINING TRADES**  
2340 San Jose Avenue, San Francisco CA

This is an SFCMD project with construction  
workforce and prevailing wage requirements.

**BID DATE: 9/17/20 @ 2 PM**

**Voluntary Virtual Pre-Bid Meeting:** 9/2/20 @ 10AM

**BID DOCUMENTS:** Please contact Colby for  
access to documents on BuildingConnected.

**CONTACT:** Colby Smith at  
[estimating@cahill-sf.com](mailto:estimating@cahill-sf.com), (415) 677-0611.

## CLASSIFIED AD



**RCS Inc.**

Kim Romero, President  
[kromero777@gmail.com](mailto:kromero777@gmail.com)  
1-562-307-7734  
[www.rcsinc.info](http://www.rcsinc.info)  
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DIR Certified

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REQUEST FOR CERTIFIED D/S/W/MBE  
SUBCONTRACTORS, SUPPLIERS & TRUCKERS  
FOR:

**Corte Madera 4-Acre Tidal Marsh  
Restoration Project**  
Golden Gate Bridge, Highway &  
Transportation District

Contract No.2020-F-035, EE: \$1,500,000  
Town of Corte Madera, Marin County, CA

**Bid Date: August 25, 2020 @ 2:00 PM**  
SBE Goal: 3.8%

Work types requested, but are not limited to, the  
following:

Water and Sewer Line and Related Structures  
Construction (Irrigation) (237110); All Other  
Specialty Trade Contractors (Fencing) (238990);  
Other Concrete Product Manufacturing (Benches)  
(327390); Other Metal Container Manufacturing  
(Trash Receptacles) (332439); Sign Manufacturing  
(339950); Specialized Freight (except Used  
Goods) Trucking, Local (484220); Engineering  
Services (SWPPP Preparation) (541330); Surveying  
and Mapping (except Geophysical Services)  
(541370); and Landscaping Services (561730).

Plans and Specifications are available for review at our  
office, or can be downloaded from [https://ggbhdt.  
bonfirehub.com/portal/?tab=openOpportunities](https://ggbhdt.bonfirehub.com/portal/?tab=openOpportunities)

Call Serina Sirna for information on the project,  
submitting a quote, assistance in obtaining bonds,  
line of credit, insurance, scheduling accommodations,  
equipment, supplies, materials and related  
assistance or services.

**Gordon N. Ball, Inc.**

Attn: Serina Sirna

333 Camille Ave., Alamo, CA 94507  
Phone: (925) 838-5675 • Fax: (925) 838-0814  
[estimating@ballconco.com](mailto:estimating@ballconco.com)

An Equal Opportunity Employer



**O.C. Jones & Sons, Inc.**  
1520 Fourth Street • Berkeley, CA 94710  
Phone: 510-526-3424 • FAX: 510-526-0990  
Contact: Terry Zahner

REQUEST FOR DVBE  
SUBCONTRACTORS AND SUPPLIERS FOR:

**Bid #1871**

**Paving at Maintenance and Operations Complex  
Mt. Diablo Unified School District**

**BID DATE: September 1, 2020 @ 10:00 AM**

We are soliciting quotes for (including but not limited to):

Trucking, Temporary and Permanent Erosion Control Measures, QC/QA Testing, Concrete, SWPPP, Striping, Landscape, Survey, and Construction Materials

Terry Zahner (510-809-3479 [tzahner@ocjones.com](mailto:tzahner@ocjones.com)) is the estimator on this project and is available to provide assistance or answer questions regarding the project scope of work including bid requirements, break out of bid items, plan or spec interpretation, bonding or insurance requirements, and other bid assistance. Plans and specs are available to review at our Berkeley office, or can be sent out via Building Connected. PDF format quotes should be emailed to the estimator or faxed to 510-526-0990 prior to 9:00 am on the date of the bid. Quotes from DVBE Subcontractors, Suppliers and Truckers are highly encouraged. OCJ is willing to breakout any portion of work to encourage DVBE participation. Subcontractors must possess a current DIR, Contractors License, and insurance and workers compensation coverage including waiver of subrogation. OCJ may require Performance and Payment bonds on subcontracts. OCJ will pay the bond premium up to 2% of the contract value. All subcontractors are required to execute OC Jones' standard subcontract agreement, comply with all insurance requirements, and name OCJ as additional insured. Copies of our agreement and insurance requirements are available upon request. OCJ is a Union contractor, and we are signatory to the Operating Engineers, Laborers, Teamsters, and Carpenters. OCJ is an Equal Opportunity Employer.

## SBE OUTREACH SERVICES

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Will fit right into your proposal, along with a list  
of interested firms to contact.

**Contact Info:**

795 Folsom Street, 1st Flr, Room 1124  
San Francisco, CA 94107  
Email: [sbe@sbeinc.com](mailto:sbe@sbeinc.com)  
Website: [www.sbeinc.com](http://www.sbeinc.com)  
Phone: (415) 778-6250, (800) 800-8534  
Fax: (415) 778-6255

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weekly newspaper

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a PDF version of the latest  
SBE Newspaper and SBE Newsletter



# California Sub-Bid Request Ads

Stantec Consulting Services Inc. (Stantec) is seeking qualified Disadvantaged Business Enterprise (DBE) firms for inclusion in a proposal to the **Alameda County Transportation Commission (ACTC) for Project Management and Project Controls Services, RFP NO. R21-0001.**

All firms need to be DBE certified by the California United Certification Program (<https://ucp.dot.ca.gov/licenseForm.htm>) and meet the requirements outlined in the Alameda CTC's Request for Proposal (RFP). Respondents should review the RFP available at <https://www.alamedactc.org/get-involved/contracting-opportunities/>.

Stantec is seeking firms in the following disciplines:

- Overall Program Management
- Programming and Project Controls
- Project Development and Management
- On-Call Services and Other Direct Costs
- Construction Management
- Project Controls Database

Qualified firms with DBE certification in the appropriate discipline covering the services proposed and with the qualifications required by the RFP, should email a PDF Statement of Qualifications (SOQ) to [DBEOutreach@stantec.com](mailto:DBEOutreach@stantec.com). For proper processing, please include 'Alameda CTC Project Management and Control Services' in the subject line of ALL correspondence. For consideration, SOQs must be submitted by **August 25, 2020, 12:00 PM PST.**

Each SOQ must include the following:

1. Firm name, address, and phone number
2. Brief firm profile, including DBE certification number
3. Description of services for the tasks in the RFP with which the firm has relevant experience
4. Names of two to three individuals on staff who have expertise or special qualifications relevant to the scope of work

Stantec will evaluate the proposals and make a selection after considering qualifications, availability of internal resources, and selection criteria included in the RFP.

REQUESTING SUB BIDS FOR ALL TRADES INCLUDING QUALIFIED SBE & DVBE SUBCONTRACTORS & SUPPLIERS ON THE FOLLOWING PROJECT

**LAUSD Belvedere Middle School Comprehensive Modernization Project**  
Los Angeles, California

**Bid due dates will vary, inquire for details**



**HENSEL PHELPS**  
Plan. Build. Manage.

(An Equal Opportunity Employer)

18850 Von Karman Avenue, Suite 100, Irvine, CA (949) 852-0111 • (949) 852-0218 (FAX)

Michelle Keyser, [mkeyser@henselphelps.com](mailto:mkeyser@henselphelps.com)

Subcontracts awarded on this project will be on the Hensel Phelps Construction Co. standard form subcontract and may include a requirement to provide payment & performance bonds from a T-Listed surety at the subcontractor's expense. HPCC will assist in obtaining bonds, lines of credit or insurances required.

**NBC Construction & Engineering INC.**

as a "GENERAL CONTRACTOR" is requesting proposal on "ALL TRADES" from all subcontractors & suppliers, including DVBE, LBE, DBE, SBE, MBE, WBE firms for the following project:

**PA/CLOCK AND DATA UPGRADES PROJECT**  
at Noriega Early Education School  
SFUSD Project Number: 12119

**BID DATE & TIME: 9/3/2020 @12:00PM**

**PROJECT LOCATION:**

**NORIEGA EARLY EDUCATION SCHOOL**  
1775 44th Ave., San Francisco, CA 94122

Owner: San Francisco Unified School District

**NBC Construction & Engineering Inc.**

850 South Van Ness Avenue  
San Francisco, CA 94110

Phone # 925-324-2727 • Fax # 800-622-9144

All Bidders are hereby notified that the District has a Labor Compliance Program (LCP) -Prevailing Wages in effect on this Project and all contractors and subcontractors bidding this project will be required to comply with the LCP. In addition, All the Certified Payrolls (CPR) must be reported through Elation System and DIR website. Bidder is responsible for all shipping and handling fees. Plans are available for viewing at [www.earc.com/location/san-francisco-hooper-street](http://www.earc.com/location/san-francisco-hooper-street). Click on the Order from PlanWell/Public Planroom "button" and search for project name and number. Or contact us.

**Please Submit & Fax all proposals to 800-622-9144**

**For more information,**

**Please call Mike Schalchi at (925)-322-7473**

**NBC Construction & Engineering INC.**

as a "GENERAL CONTRACTOR" is requesting proposal on "ALL TRADES" from all subcontractors & suppliers, including DVBE, LBE, DBE, SBE, MBE, WBE firms for the following project:

**EDMUND G. BROWN FIRE PROTECTION BACKFLOW PREVENTER AND BOOSTER PUMP REPLACEMENT**

**BID DATE & TIME: 9/2/2020 @5:00PM**

**PROJECT LOCATION: Edmund G. Brown**  
505 Van Ness Ave., San Francisco, CA 94102

Owner: State of California  
Department of General Services

**NBC Construction & Engineering Inc.**

850 South Van Ness Avenue  
San Francisco, CA 94110

Phone # 925-324-2727 • Fax # 800-622-9144

All Bidders are hereby notified that the District has a Labor Compliance Program (LCP) -Prevailing Wages in effect on this Project and all contractors and subcontractors bidding this project will be required to comply with the LCP. In addition, All the Certified Payrolls (CPR) must be reported through Elation System and DIR website. Bidder is responsible for all shipping and handling fees. Plans and project manuals are available for viewing and ordering on the following web site: <http://www.ospplanroom.com>. Click on the "Public Jobs" link listed below the "Menu" heading on the left. Or contact us.

**Please Submit & Fax all proposals to 800-622-9144**

**For more information,**

**Please call Mike Schalchi at (925)-322-7473**



777 South Figueroa St. Los Angeles, CA 90017

Tel: (562) 567-2549 • Fax: (562) 946-3823

Contact: Tanya Stukes

Email: [SanFernandoGR.Bids@kiewit.com](mailto:SanFernandoGR.Bids@kiewit.com) • Visit: <https://www.kiewit.com/sfgrp>

**SAN FERNANDO GROUNDWATER REMEDIATION PROJECT**

Owner: Los Angeles Department of Water and Power

Progressive Design Builder: Kiewit Infrastructure West Co.

Anticipated Request for Proposal (RFP) Release Date: August 17, 2020

Proposal/Quote Deadline: Varies and Posted by Bid Package

Seeking qualified firms (including SBEs, DVBEs, DBEs, 8(a)s, SLBs, EBEs, SBs, MBs, SMBEs, SWBEs, WOSBs, EDWOSBs) to provide a **notice of interest** to receive a bid/RFP package or provide a quote in their respective areas of work or specialty.

**SUBCONTRACTOR & VENDOR OPPORTUNITIES**

Kiewit will be requesting quotes for various materials/areas of work listed in, but not limited to, the scope categories below:

BNGs (Bolts/Nuts/Gaskets)	Glued Laminated Beams	Piping Insulation
Chemical Storage Tanks	HVAC	Plumbing
Fire Protection	Pipe and Fittings	Pumps
GAC Carbon Media	Pipe Supports	Valves
Glass & Glazing		

Respond with interest at: <http://survey.constantcontact.com/survey/a07eh964nh4kdud1yot/start>

This is a Public Works Project subject to prevailing wage rates and a Project Labor Agreement. For information or questions on the contract requirements, availability of plans and specs and licensing, bonding, insurance, etc., please contact our office.

"Kiewit is an Equal Opportunity Employer. Employment decisions are made without regard to race, color, religion, national or ethnic origin, sex, sexual orientation, gender identity or expression, age, disability, protected veteran status or other characteristics protected by law."



# California Sub-Bid Request Ads

## DESILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909  
Dublin, CA 94568-2909  
(925) 829-9220 / FAX (925) 803-4263  
Estimator: JAMES YACKLEY  
Website: www.desilvagates.com  
An Equal Opportunity/  
Affirmative Action Employer

DeSilva Gates Construction (DGC)  
is preparing a bid as a Prime Contractor  
for the project listed below:

### CALTRANS ROUTE 99- CONSTRUCTION ON STATE HIGHWAY IN BUTTE COUNTY ABOUT 10 MILES NORTH OF GRIDLEY FROM 0.3 MILE SOUTH TO 0.5 MILE NORTH OF NELSON AVENUE

Contract No. 03-0F2904, Federal Aid  
Project No. ACNH-P099(658)E  
Disadvantaged Business Enterprise Goal  
Assigned is 14%

OWNER: STATE OF CALIFORNIA  
DEPARTMENT OF TRANSPORTATION

1727 30th Street, Bidder's Exchange, MS 26, Sacra-  
mento, CA 95816

**BID DATE: AUGUST 27, 2020 @ 2:00 P.M.**

DGC is soliciting quotations from certified Disadvan-  
taged Business Enterprises, for the following types of  
work and supplies/materials including but not limited to:

**ASBESTOS COMPLIANCE PLAN, BIOLOGIST CON-  
SULTANT, BRIDGE, BRIDGE REMOVAL, CLEARING  
AND GRUBBING/DEMOLITION, COLD PLANE,  
CONSTRUCTION AREA SIGNS, ELECTRICAL, ERO-  
SION CONTROL, LEAD COMPLIANCE PLAN, METAL  
BEAM GUARDRAIL, ROADSIDE SIGNS, ROADWAY  
EXCAVATION, STRIPING, SWPPP PREP/WATER  
POLLUTION CONTROL PLAN PREPARATION, TEM-  
PORARY EROSION CONTROL, UNDERGROUND,  
VEGETATION CONTROL, TRUCKING, WATER  
TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE  
BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MA-  
TERIAL, RUBBERIZED HMA (GAP GRADE) MA-  
TERIAL, ASPHALT BINDER.**

Plans and specifications may be reviewed at our office  
located at 11555 Dublin Boulevard, Dublin, CA or at  
your local Builders Exchange, or reviewed and down-  
loaded from the ftp site at ftp://ftp%25desilvagates.  
com:f7pa55wd@pub.desilvagates.com (if prompted  
the username is ftp@desilvagates.com and password  
is f7pa55wd) or from the Owner's site at www.dot.  
ca.gov/hq/esc/oe/weekly\_ads/all\_adv\_projects.php  
Fax your bid to (925) 803-4263 to the attention of  
Estimator James Yackley. If you have questions for  
the Estimator, call at (925) 829-9220. When submit-  
ting any public works bid please include your DUNS  
number and DIR number. For questions regarding  
registration for DIR use the link at www.dir.ca.gov/  
Public-Works/PublicWorks.html

If you need DBE support services and assistance in ob-  
taining bonding, lines of credit, insurance, necessary  
equipment, materials and/or supplies or related assis-  
tance or services, for this project call the Estimator at  
(925) 829-9220, or contact your local Small Business  
Development Center Network (<http://californiasbdc.org>) or contact the California Southwest Transpor-  
tation Resource Center ([www.transportation.gov/osdbu/SBTRCs](http://www.transportation.gov/osdbu/SBTRCs)). DGC is willing to breakout por-  
tions of work to increase the expectation of meeting  
the DBE goal.

At our discretion, 100% Payment and 100% Perfor-  
mance bonds may be required as a subcontract con-  
dition. This will be a PREVAILING WAGE JOB. DGC is  
an Equal Opportunity/Affirmative Action Employer.



**Project Name:** Mission Rock Buildings B & G  
**Location:** San Francisco, California  
**Bid Date:** September 10, 2020 @5pm  
**Pre-Bid Call:** August 17 via Webex,  
RSVP with James Dees at [jamesd@nibbi.com](mailto:jamesd@nibbi.com).

Mission Rock is a landmark 2.8 million GSF mixed-use  
master development located on Seawall Lot 337, just  
south of Oracle Park. The waterfront site is approximately  
28 acres in total and is currently serving as a parking lot  
for events at Oracle Park, the neighborhood and the  
event space in the historic Pier 48 site, which showcases  
three one-story structures. Crafted with 11 years of com-  
munity input, Mission Rock carefully balances the needs  
of the neighborhood and the City and includes water-  
front parks and open space, affordable housing units,  
neighborhood-serving retail, and pedestrian-friendly  
blocks. In 2018, the project received key governmental  
approvals, and the San Francisco Giants and Tishman  
Speyer formed a partnership to design, develop, own  
and manage this landmark development in collaboration  
with the Port of San Francisco. The project site is made  
up of eleven individual development parcels:

- o Six are preliminarily earmarked for office  
development (1.4 million GSF)
- o Five are preliminarily earmarked for  
residential development (approximately  
1,200 residential units, 40% below  
market rate)
- o Street level retail / PDR offerings  
(220,000 SF)
- o Structured parking for neighborhood,  
tenant, and Oracle Park use

The project will include eight acres of public parks and  
open spaces, a very compelling attribute for an urban de-  
velopment in San Francisco, including a 5 acre waterfront  
park and open space in the first phase. Mission Rock is  
expected to be built in three to four overlapping phases  
beginning in 2020, with estimated final phase delivery  
in seven to ten years. Phase 1, consisting of the 5.2-acre  
park and open space, two office and two residential  
buildings, is expected to begin construction in 2020,  
with delivery planned for 2023. **80% CD Bid Packages  
for Parcel A, Buildings B & G:**

- Metal Decking - steel decking (and associated  
closures / trim scope) for 13-story steel framed  
building and 8-story steel framed building
- Fireproofing - spray-applied fireproofing (and  
minor intumescent scope) for 13-story steel  
framed building and 8-story steel framed building
- Painting - interior and (minor) exterior painting  
for 13-story warm shell commercial building and  
8-story warm shell commercial building
- Drywall - framing and drywall scope for 13-story  
warm shell commercial building and 8-story warm  
shell commercial building. Scope to include: all  
interior and exterior gauge framing (exter-  
ior scope to support some L1 façade elements),  
drywall, acoustic and thermal insulation in walls,  
firestopping, and slab edge firesafing.
- Underground Waterproofing - waterproofing  
membrane for structural slab on grade and  
subgrade walls. Alternate bid scope to include  
above-grade terrace waterproofing and roofing.
- Metal Guard Rails - exterior steel guardrails at roof  
terraces of 13-story building.
- BMU - Rooftop window washing crane and associ-  
ated accessory work for 13-story office building.

#### Mission Rock Equity Program Commitments:

- 20% San Francisco Local Business Enterprise (LBE)  
commitment
- 30% of all project hours within each trade to be  
performed by local residents (mandatory require-  
ment).
- 50% of the project work hours performed by ap-  
prentices within each trade shall be performed by  
local residents.
- Mission Rock projects are subject to a Project  
Labor Agreement and Prevailing wage provisions  
submitted through LCP Tracker.

For digital plans and specs contact  
Chad Herrera ([herrera@hdcco.com](mailto:herrera@hdcco.com))  
to access project via Building Connected.



10704 Shoemaker Ave., Santa Fe Springs, CA 90670  
Tel: (562) 946-1816 • Fax: (562) 946-3823  
Contact: Lorenzo Cabrera  
Email: [Lorenzo.J.Cabrera@kiewit.com](mailto:Lorenzo.J.Cabrera@kiewit.com)

**Owner:** Port of Los Angeles  
**Project Name:** Alameda Corridor Southern Terminus  
Gap Closure, Spec No. 2784  
**Location:** 630 W. Harry Bridges Blvd,  
Wilmington, CA 90744  
**Revised Bid Date:** August 27, 2020 at 2:45 p.m.

#### Request for DBE sub-quotes

Kiewit Infrastructure West Co. ("Kiewit") is seeking  
quotes from qualified Disadvantaged Business En-  
terprises (DBE to perform as subcontractors, mate-  
rial contractors, and suppliers. DBEs must provide  
evidence of certification by the U.S. Department of  
Transportation (DOT).

The Alameda Corridor Southern Terminus Gap Clo-  
sure Project consists of constructing a railroad track  
extension of the Trapac lead track to the San Pedro  
main line track alongside the existing main line track  
south of Harry Bridges Boulevard, including rail ties  
to existing tracks, turnouts and crossovers, re-  
construction of West Basin Container Terminal lead  
tracks, track drains and extensions of grade crossing  
modules. Work also includes demolition of fences,  
installing new asphalt concrete pavement, restrip-  
ping main gate lanes, installation of fencing with K-rail,  
stripping, installation of steel pipe casings and con-  
crete slabs at existing utilities, construction of elec-  
trical system, a storm drain and underdrain system.

Kiewit will be requesting quotes for various areas of  
work listed in, but not limited to, the scopes of work  
below.

Land surveying • dirt and concrete disposal • demoli-  
tion • dewatering • shoring and underpinning • piles  
and caissons • asphalt paving • concrete pumping •  
concrete barrier • concrete drilling and saw cutting

Firms interested in receiving a bid package for this  
project must contact us at the e-mail address noted.  
Responding firms will be issued an "Invitation to Bid"  
through Kiewit's electronic use of SmartBid system (at  
no cost to bidder) with project information and bid in-  
structions. Plans and specifications will also be available  
for review at the address listed below if requested.

This project is subject to Project Labor Agreement,  
POLA Construction Careers Policy, Labor Compliant  
and prevailing wage rates. The project is funded by  
the California Transportation Commission 2018 Trade  
Corridor Enhancement Program and the Fixing Amer-  
ica's Surface Transportation (FAST) Act and is subject  
to federal funding requirements including, but not  
limited to the Buy America Provisions, DBE Program  
requirements, and the California Labor Code.

Responsive bidders must possess a valid California  
Contractor's license (as appropriate) and provide  
acceptable insurance. Responsible subcontractors  
and material contractors may be required to provide  
bonding for 100% of their contract value. Kiewit will  
reimburse bond premiums. Firms performing any on-  
site work is signatory to collective bargaining agree-  
ments with the carpenters, laborers, cement masons,  
ironworkers, operating engineers and teamsters.  
Kiewit will consider quotes from any and all bidders  
who demonstrate an ability to foster and maintain la-  
bor harmony on the Project.

Kiewit intends to conduct itself in good faith with all  
DBEs regarding participation on this project. For fur-  
ther information regarding this project, licensing, in-  
surance or bonding, equipment, supplies, materials,  
or related assistance or services or project schedule,  
please contact the Lead Estimator listed below.

**"Kiewit Infrastructure West Co. is an Equal Oppor-  
tunity Employer. Employment decisions are made  
without regard to race, color, religion, national or  
ethnic origin, sex, sexual orientation, gender iden-  
tity or expression, age, disability, protected veteran  
status or other characteristics protected by law."**

# Be Alert About Email Phishing Scams – Bad Actors Seeking to Take Advantage through “SBA Loan Application”

By Keith A. Bluestein

In the wake of emergency assistance available to help small businesses in response to the Coronavirus pandemic (COVID-19), the SBA is urging disaster loan applicants seeking federal aid to be alert to phishing campaigns and scams. These malicious actors are impersonating the SBA and its Office of Disaster Assistance to collect personally identifiable information (PII) for fraudulent purposes.

The SBA is particularly concerned about scam emails that are targeting applicants of the SBA’s Economic Injury Disaster Loan Program asking them to verify their accounts using a third-party online platform to collect personally identifiable information.

## Watch Out for Phony Emails Asking for Your Information

- Any email communication from the SBA will come from email accounts ending in sba.gov, and nothing more.
- Look out for emails that use the SBA logo in their phishing emails and phony schemes.

These may be attempts to obtain PII, access personal banking accounts, or to install ransomware or malware on your computer.

The SBA will never use a third-party platform to:

1. Actively seek PII
2. Search a third-party platform for or by PII, or
3. “Follow” public users proactively without a waiver.

## Government Employees Do Not Charge for Recovery Assistance

Additionally, federal agencies that provide disaster recovery assistance will never ask for a fee or payment to apply for financial assistance, and government employees do not charge for any recovery assistance provided.

## Tips to Keep an Eye On

- The presence of an SBA logo in an email or on a webpage does not guarantee the information is either accurate or endorsed by the SBA.
- Help protect your identity and privacy by never providing your full name, date of birth, social security number, address, phone numbers, email addresses, case numbers, or any other PII in public-facing comments or responses to third-party emails.

- Loan applicants who receive email correspondence asking for PII are cautioned to ensure that any application numbers referenced in the email are consistent with your actual application number.
- Do not click on any links or open any attachments, which are often used in phishing email scams.

The best way to avoid being scammed is to safeguard your information like money in the bank. Always be vigilant in protecting your personal information and data assets. If you suspect an email is associated with a fraud scam targeting the SBA, report it to the Office of Inspector General’s Hotline at 800-767-0385 or online at <https://www.sba.gov/COVIDfraudalert>.

You can learn more about scams and fraud schemes on the SBA’s website at

<https://www.sba.gov/COVIDfraudalert>.

Loan applicants who have questions about SBA’s Economic Injury Disaster Loan program may call the Disaster Customer Service Center at 1-800-659-2955 (TTY: 1-800-877-8339) or send an email to [disastercustomerservice@sba.gov](mailto:disastercustomerservice@sba.gov).

**SOURCE:** [www.sba.gov/blog/be-alert-about-email-phishing-scams-bad-actors-seeking-take-advantage-through-sba-loan-application](https://www.sba.gov/blog/be-alert-about-email-phishing-scams-bad-actors-seeking-take-advantage-through-sba-loan-application)

## Why Cash (Flow) Is King in Construction

Continued from page 1

Contractors can also manage cash flow by carefully monitoring underbillings and overbillings. Overbillings are good only if that money is already in the bank or in receivables waiting to be collected. Underbillings, on the other hand, indicate poor cash management because the contractor is essentially financing the project.

### Final Thoughts on Managing Cash Flow

Finally, cash management can be impacted by the way in which the contractor manages the punch list at the conclusion of the project. Not addressing the punch list allows the retainage of the job to diminish or the timeliness of collections to extend, both of which cost the contractor.

The bottom line here is simple: good cash flow management is essential and can make even the most successful company even more profitable.

**SOURCE:** [www.constructconnect.com/blog/why-cash-flow-is-king-in-construction](https://www.constructconnect.com/blog/why-cash-flow-is-king-in-construction)



Menlo Park (650) 329-8700	Oakland* (510) 636-2020	Sacramento (916) 388-5775	Anaheim (714) 453-1470	San Diego (619) 745-5330
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Contact Reuben Figley for project pricing at [rfigley@dmfigley.com](mailto:rfigley@dmfigley.com)

Visit us at <http://www.dmfigley.com>

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# Public Legal Notices

## CITY OF LODI

### City of Lodi Transit Three-Year Disadvantaged Business Enterprise (DBE) Goal

NOTICE IS HEREBY GIVEN that the City of Lodi has established a proposed Overall Three-Year Disadvantaged Business Enterprise (DBE) Goal for Federal Transit Administration (FTA)-assisted projects of 3.36% for Federal Fiscal years 2020/21, 2021/22 and 2022/23.

The DBE Goal is applicable to FTA-assisted contracting opportunities scheduled to be awarded during the period of October 1, 2020 through September 30, 2023. The City of Lodi's proposed

Three Year Goal and its rationale (developed in response to U.S. Department of Transportation's Disadvantaged Business Enterprise Program Regulations published under Title 49 CFR Part 26) is available for inspection at: <http://lodi.gov/483/Disadvantaged-Business-Enterprise-Goal>

The goal and rationale are available for inspection until September 19, 2020. Lodi City Hall is currently closed to the public due to COVID-19, therefore in-person review of this goal is not possible at this time. However, a copy of the goal and methodology can be mailed to you. Please contact:

Julia Tyack  
DBE Liaison Officer  
(209)269-4960  
jtyack@lodi.gov

Comments regarding the Goal will be accepted until September 19, 2020. Comments can be forwarded to Julia Tyack, DBE Liaison Officer, at the above stated address, phone number, and email; or to Nicholas Sun, Action Regional Civil Rights Officer, FTA Region IX, 90 7th Street, Suite 15-300, San Francisco, CA 94103-6701.

## UNIVERSITY OF CALIFORNIA, IRVINE MEDICAL CENTER

### NOTICE INVITING GENERAL CONTRACTOR, ELECTRICAL OR MECHANICAL SUBCONTRACTOR PREQUALIFICATION

Prequalification Questionnaires will be received by the University of California, Irvine Medical Center (UCIMC) from general contractors, electrical and/or mechanical subcontractors, wishing to submit bids for a Cost Plus contract for the:

#### B3, 3rd Fl, Conversion to Tele/Med-Surg, Project No. 994664

**PREQUALIFICATION:** The University has determined that bidders must be prequalified for this project.

**DESCRIPTION OF WORK:** A complete re-build of the 3rd floor of building 3, an OSHPD 1 building. This space is currently empty shell space, already demolished. The re-build will include 26 new patient rooms with 41 total beds in a combination of both private and semi-private rooms. The re-build will also include all ancillary services for the new unit, including: (2) nurse stations, medication rooms, clean/soiled utility rooms, equipment storage rooms, house-keeping rooms, IT/electrical rooms, staff locker rooms/rest rooms, a staff lounge, physician sleep rooms, workrooms and offices for the unit as well. Scope also includes a new air handler, new med air and med vac systems, some structural framing and roofing.

**PROJECT COMPLETION TIME:** 330 calendar days.

**ESTIMATED COST:** \$15,000,000

**PROCEDURES:** Prequalification Questionnaires available Monday, August 24, 2020, 3:00 PM. Contact Kim Kerwin @ [khau@hs.uci.edu](mailto:khau@hs.uci.edu) or Terri Kalwara @ [tkalwara@hs.uci.edu](mailto:tkalwara@hs.uci.edu).

**QUESTIONNAIRE DUE DATE:** Questionnaires must be received by Tuesday, September 1, 2020 at 2:00 PM at UCIMC, Planning Administration, Building 27, Room 136, 101 The City Drive South, Orange, CA 92868.

**GENERAL CONTRACTOR QUALIFICATIONS:** Must have a current and active California CSLB "A" General Engineering or "B" General Building Contractor's license, insurance, bonding, safety, financial and claims history requirements. Must have completed a minimum of (1) project in the last 5 years that meet all the criteria listed

below and demonstrate the Contractor's ability to successfully complete the project with respect to project size, scope, cost, use, complexity, etc.:

1. In a OSHPD 1 facility located in the State of California for which the subcontract amount was at least \$6,000,000;
2. Included interior renovation/remodel or facility expansion constructed in or adjacent to patient care areas;
3. Included the management of electrical, plumbing and HVAC subcontractors.

**ELECTRICAL SUBCONTRACTOR QUALIFICATIONS:** Must have a current and active California CSLB "C-10" Electrical Contractor's license, insurance, bonding, safety, financial and claims history requirements. Must have completed a minimum of (1) project in the last 5 years that meet the criteria listed below and demonstrate the Contractor's ability to successfully complete the project with respect to project size, scope, cost, use, complexity, etc.:

1. In a OSHPD 1 or 3 healthcare facility located in the State of California for which the subcontract amount was at least \$1,000,000 each;
2. Constructed in a limited and confined site adjacent to occupied buildings;
3. Included both normal and emergency power distribution, simplex fire alarm system installation, data and public address systems.

**MECHANICAL SUBCONTRACTOR QUALIFICATIONS:** Must have a current and active California CSLB "C-20" Warm-Air Heating, Ventilating and Air Conditioning and/or "C-36" Plumbing Contractor licenses, insurance, bonding, safety, financial and claims history requirements. Must have completed a minimum of (1) project in the last 5 years that meet the criteria listed below and demonstrate the Contractor's ability to successfully complete the project with respect to project size, scope, cost, use, complexity, etc.:

1. In a OSHPD 1 or 3 healthcare facility located in the State of California for which the subcontract amount was at least \$4,000,000 each;
2. Constructed in a limited and confined site adjacent to occupied buildings;

Bidders not meeting the requirements of the prequalification questionnaire will not be eligible to bid.

Prequalification is solely for the purpose of determining bidders who are deemed capable of successful performance of the type of work included in this project. A contract will be awarded to the prequalified contractor submitting the lowest responsive bid. Prequalified General Contractors must use the prequalified subcontractors for the trades established by the University to submit a responsive bid for this project.

The University reserves the right to reject any or all responses to this notice, to waive non-material irregularities, and to deem Contractors prequalified to submit proposals for the project. To prequalify, Contractors must agree to comply with all bid conditions including state prevailing wages, 10% bid bond, 100% payment and performance bonds, and insurance requirements. All information submitted for prequalification evaluation will be considered official information acquired in confidence, and the University will maintain its confidentiality to the extent permitted by law.

Every effort will be made to ensure that all persons have equal access to contracts and other business opportunities with the University within the limits imposed by law or University policy. Each Proposer may be required to show evidence of its equal employment opportunity policy.

No contractor or subcontractor, regardless of tier, may be listed on a Bid for, or engage in the performance of, any portion of this project, unless registered with the Department of Industrial Relations pursuant to Labor Code section 1725.5 and 1771.1.

This project is subject to compliance monitoring and enforcement by the Department of Industrial Relations. The successful Bidder shall pay all persons providing construction services and/or any labor on site, including any University location, no less than the UC Fair Wage (defined as \$13 per hour as of 10/1/15, \$14 per hour as of 10/1/16, and \$15 per hour as of 10/1/17) and shall comply with all applicable federal, state and local working condition requirements.

For other opportunities, please visit <http://www.ucirvinehealth.org/planning-administration>

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA  
August 19, 2020



# Columbus, Ohio Sub-Bid Request Ads

## Kokosing Makes Strides on \$1.3B Downtown Ramp Up in Columbus

[ Article was originally posted on [www.constructconnect.com](http://www.constructconnect.com) ]

By Irwin Rapoport,

The initiative — financed with federal, state and local funds, which began in 2011 — is expected to be completed in 2037 or sooner. Kokosing Construction Company Inc. currently is engaged in work for Phases 2E (\$81 million) and 3B (Broad Street, \$41 million), and has completed Phase 1 (2011-14, more than \$200 million) and 2G (2017-2019, \$44 million).

“The Downtown Ramp Up is a series of projects to reconstruct Interstates 70/71 in downtown Columbus and alleviate the biggest safety and congestion problems along the corridor,” said Breanna Badanes, ODOT’s public information officer of central Ohio. “We have already invested \$270 million into the interchange improvements, and another four projects worth more than \$300 million will be constructed in the next five years to rehabilitate the road network.

“These projects were undertaken due to high crash rates and heavy congestion into and out of downtown Columbus,” she added. “When complete, they will result in new urban avenues with complete streets, enhanced freeway crossings with safe pedestrian and bicyclist accommodations and the removal of unsafe ramps.”

The work is widening I-70/71 between SR 315 and I-71 to provide two through lanes for each route in each direction; constructing an additional lane on I-71 south at Broad Street; replacing numerous bridges, including Broad Street, Front Street, bridges over the Scioto River, and bridges over the railroad tracks; reconfiguring ramps to and from the downtown area; and building Lester Drive and Elijah Pierce Avenue between Spring Street and Broad Street.

Mooberry Street and Parsons Avenue are being reconstructed, which is impacting several ramps. The I-70 east to 18th Street ramp is being replaced by a new ramp from I-70 east to Parsons Avenue; the Third Street ramp to I-70 east is being replaced with a ramp from Fulton Street to I-70 east; the I-70 east ramp to Front Street is being replaced with a ramp from I-70 east to Fulton Street; and the ramps from I-71 south to Broad Street and Broad Street to I-71 north closed permanently and will be replaced with new connections via Lester Drive and Elijah Pierce Avenue. The ramp from I-70 east to SR 315 north, following the work, will be closed permanently.

“ODOT has been planning this project since the early 2000s,” said Badanes. “This corridor is only 6 percent of Columbus freeway miles but represents

27 percent of freeway crashes, so safety was the primary driver.”

MS Consultants designed the roads and bridges for Phase 2E and Burgess and Niple designed road and bridges for Phase 3B.

“The biggest challenge for both design and construction is the scale of the project and the limited amount of space to work in,” said Badanes. “To overcome that, the design includes several retaining walls so we could widen the freeway, but still maintain the same footprint.

The existing infrastructure from the 1960s has reached the end of its life. Today’s population in the metro area has more than doubled, so it’s important to deliver a modern, upgraded transportation system that meets the needs of our growing city for years to come.”

Visit link for the full article:

<https://www.constructionequipmentguide.com/kokosing-makes-strides-on-13b-downtown-ramp-up-in-columbus/49184>

### SHEA- TRAYLOR JV BIDDING OPPORTUNITY

City of Columbus, Ohio Certified DBE (MBE and WBE) with the following certifying authority:

Participation of Minority-and Women -Owned Business Enterprises (“MWBE”) and Equal Employment Opportunities (“EEO”). Participation by Disadvantaged Business Enterprises (“DBE”) in United States Environmental Protection Agency (“EPA”) Programs pursuant to 40 Code of Federal Regulations (CFR) Part 33; DBE is a Disadvantaged, Minority, or Woman Business Enterprise that has been certified by an entity from which EPA accepts certifications as described in 40 CFR 33.204-33.205 or certified by EPA. EPA accepts certifications from entities that meet or exceed EPA certification standards as described in 40 CFR 33.202. USDOT DBE certifications accepted. See: City of Columbus, Office of Diversity and Inclusion, 614-645-4764 and [www.columbus.gov/odi/](http://www.columbus.gov/odi/).

Inviting qualified contractors, specifically **MBE and WBE firms certified/eligible as listed above**, to contact Shea-Traylor JV (Prime Contractor listed below) regarding subcontracting services and material supply opportunities in connection with the upcoming tunnel and shafts project. The Work under this contract is in Columbus, Ohio. The Work consists of:

**Construction of Tunnel & Shafts: Lower Olentangy Tunnel, Contract 135-2016**  
**Owner: City of Columbus Dept. of Public Utilities**  
**910 Dublin Road - 3rd Floor, Columbus, OH 43215**  
**BID DATE: October 14, 2020 at 3:00 PM EDT (Electronic Bid Only)**

Opportunities to participate exist in the following specific areas of soil and rock excavation, hauling, excavation support systems, ground freezing, deep foundation system(secant-piles), underground blasting, structural steel, engineering, survey, instrumentation and monitoring services, materials testing, demolition and site preparation, traffic control, sewer tap and sewer bypass pumping, A/C paving, environmental investigation, utility relocation, paving, fencing and gates, planting and seeding, retaining wall, geotechnical and structural instrumentation, secant piles, cast-in-place concrete structures, reinforcing steel, ground stabilization, rock-bolts, steel dowels, shotcrete, concrete finishing, mechanical steel pipe, ventilation HVAC, precast concrete shaft covers, temporary office buildings/services, Temporary electrical substation, waterproofing, service utilities, grouting, electrical services, pest control, IT services, waste disposal, cleaning services, and security services.

Any business seeking to participate as a MBE or WBE in the Contract that is not currently certified DBE by the EPA and the requirements set forth above should review **40 CFR 33.204-33.205, certified by EPA or City of Columbus, Office of Diversity and Inclusion** at <https://www.columbus.gov/odi/> as shown above to obtain current certification.

Shea-Traylor JV set up an FTP site where you can view all plans, specifications and addendums for your convenience. Please contact Steve Fiori at (909) 595-4397, [Steven.Fiori@jfshea.com](mailto:Steven.Fiori@jfshea.com), to receive instructions on accessing the FTP Site.

**Shea-Traylor JV, (An EEO Employer)**  
 (J.F. Shea Construction, Inc. - Traylor Bros., Inc.)  
 667 Brea Canyon Road, Suite 22  
 Walnut, CA 91789  
 Phone: 909-594-0990 fax: 909-869-0827

Send Inquiries/Certifications to: **Steven Fiori: [Steven.Fiori@jfshea.com](mailto:Steven.Fiori@jfshea.com)**